In 2016, Bank of the West began an important journey. After 142 years of success, we took a step back to reflect on the changes occurring in our world. We decided to challenge ourselves, because we felt amidst so much change, we could change, and more importantly improve—for our customers, our communities, and our world.

As part of a global organization, BNP Paribas, we have embraced a multi-year plan to “build the bank for the future.”

A small step in this journey was combining our Annual Report and Commitment to Community Report. This reflects our commitment is to all of our stakeholders—employees, customers, communities and society. We have a responsibility to remain a strong financial partner for our customers, to cultivate a culture of collaboration and inclusion for our team members, to promote healthy neighborhoods, and to serve a higher purpose for society.

We hold a core belief that banking, even amidst change, remains a people business. We are local people doing big things for our communities and our world—helping train workers in Colorado for jobs in the solar industry, supporting environmental stewardship, contributing to organizations that lend a hand to small and micro businesses, and much more.

In 2016, our employees volunteered more than 52,000 hours in their communities. Our people and their passion for serving others will always define Bank of the West; we are a bank with a heart.

We contribute to our communities because we believe banking, more than any other industry, has the power to make the world a better place. We make the dream of homeownership possible. We guide people on the path toward retirement. We help businesses grow. And we give back to our communities through volunteerism and philanthropy. We live in a changing world, yet one thing is constant—our heart.

To be successful, a bank must ground its vision in compassion and a commitment to help others. All of us at Bank of the West share this belief and this commitment. Nowhere will you find 10,000 people more devoted to the financial health and prosperity of their customers and communities and to making our world a better place.

President and CEO
August 1, 2017
2016 FINANCIALS

- **NET INCOME**: $587 M
- **TOTAL ASSETS**: $83.8 B
- **TOTAL DEPOSITS**: $62.3 B

AWARDS & ACCOLADES

- **BEST PRIVATE BANK U.S. WEST 2014-16**: World Finance
- **BEST COMMERCIAL BANK U.S. WEST**: World Finance
- **TOP RETAIL BANK FOR CUSTOMER SATISFACTION 2015**: Inaugural Award, MSR Group
- **AMERICA’S MOST REPUTABLE BANK 2015**: Reputation Institute Survey, American Banker Magazine
- **BEST NEWCOMER AWARD IN THE WEALTH MANAGEMENT INDUSTRY 2016**: Private Asset Management Magazine
- **BEST MOBILE BANKING STRATEGY 2015**: Global Banking Award, Retail Banker International
- **LEADER IN CUSTOMER-FIRST BANKING 2016**: Javelin Online Banking Leader Awards
- **JAVELIN ONLINE BANKING LEADER AWARDS 2016**: Javelin
We specialize in meeting the needs of Asian and Asian American individuals and companies. With more than 180 bilingual bankers and international offices in Tokyo and Taipei, we offer industry expertise, a convenient local relationship, and the cultural familiarity and understanding of a banking partner who speaks your language.

For over fifty years, we’ve created holistic, integrated solutions for all aspects of our clients’ financial lives. We tailor our services—including deposit and lending, wealth planning, investment management, trust and estate, and retirement—to support your most important aspirations.

As the third largest SBA 504 lender in the U.S., we are committed to helping owners of SMEs grow their business. We offer a full suite of cash management, credit and financial advisory services, along with the specialized expertise business owners need to manage opportunities and challenges in today’s business environment.

Our Personal Finance team matches our customers’ financing needs with convenient, safe loan products. We offer responsible financing alternatives—including real estate loans, vehicle financing, credit cards and home equity products—designed to help you achieve your dreams and reach important milestones.
BANK OF THE WEST HAS MADE A COMMITMENT—TO BE WHEREVER OUR CUSTOMERS ARE.

Through our parent company BNP Paribas, Bank of the West can support your growth at home and beyond. Headquartered in Paris, BNP Paribas operates in 74 countries and employs more than 190,000 individuals worldwide. Our seamless collaboration with our international colleagues gives customers a distinct advantage: a personal local relationship that draws on the global resources and capabilities of one of the world’s strongest financial organizations. With branches located across the U.S. and the representative offices below, Bank of the West is well positioned to help customers achieve their financial goals.

LOCATIONS & OFFICES

<table>
<thead>
<tr>
<th>BRANCH</th>
<th>WEALTH CENTER</th>
<th>COMMERCIAL AND CORPORATE OFFICES</th>
</tr>
</thead>
<tbody>
<tr>
<td>539 LOCATIONS</td>
<td>15 LOCATIONS</td>
<td>65 CORPORATE OFFICES</td>
</tr>
</tbody>
</table>

CHICAGO
155 Wacker Drive
44th Floor
Chicago, IL 60606

ATLANTA
3340 Peachtree Road
NE, Suite 450
Atlanta, GA 30326

DALLAS
15950 N. Dallas Parkway, Suite 400
Dallas, TX 75248
POWER OF PARTNERSHIPS

In 2016, Bank of the West collaborated with a network of more than 540 local and national nonprofit organizations to address complex challenges facing our communities. We’ve been fortunate to work with some of the leading innovators in the field of social enterprise. Through these partnerships as well as our own Bank initiatives, we are committed to making a positive impact on the world around us.

Financial education improves people’s abilities to create stable financial futures. Last year, through partnerships with national organizations such as Junior Achievement and Operation HOPE, we reached more than 20,500 individuals with important skills for navigating consumer decisions and building credit. In June 2016, we completed our first academic year of the Bank of the West Financial Scholars Program, which utilized technology company EverFi’s online curriculum and allowed us to provide financial education to more than 4,700 high school students.

Our commitment to helping people access safe and affordable housing goes beyond loans and investments. In 2016, we supported 90 nonprofits with a dedicated focus on homeownership education and neighborhood improvements efforts. At a local level we offered counseling and seminars to help consumers prepare for their next step toward homeownership. Nationally, we accelerated homebuyer opportunities by working with organizations such as NeighborWorks America to provide intensive training for counselors who serve low- to moderate-income homebuyers across the country.

COMMUNITY IMPACT

REACHED MORE THAN

20,500
INDIVIDUALS WITH FINANCIAL EDUCATION

COLLABORATIVE NETWORK OF

540
LOCAL & NATIONAL NONPROFITS

FINANCIAL EDUCATION

$1.6M
PROGRAMMING

COLLABORATIVE NETWORK OF

540
LOCAL & NATIONAL NONPROFITS
POWER OF PARTNERSHIPS

Bank of the West is a passionate supporter of small businesses, small farms, and aspiring entrepreneurs. Small businesses contribute tremendously to a community’s vitality and drive the majority of job creation in the U.S. Our collaboration with nonprofits including Renaissance Entrepreneurship Center and the Nebraska Enterprise Fund promotes job creation and economic mobility in regions where community development is most needed.

OUR NONPROFIT SUPPORT HELPED TRAIN

5,900

ASPIRING ENTREPRENEURS & SMALL BUSINESS OWNERS

Trained and educated workers are more likely to create success for themselves and their employers. Our partnerships with nationally-recognized organizations such as GRID Alternative Colorado and JVS continue to help people attain marketable skills that lead to fulfilling careers and sustainable wages.

OUR NONPROFIT SUPPORT HELPED CREATE OR PRESERVE

5,700

JOBS

Bank of the West is committed to protecting our natural resources through organizations that promote the conservation of our planet. We join our parent company BNP Paribas in working to improve the world by supporting environmental awareness and sustainability—globally, as well as locally. In 2016, the Bank added the Yosemite Conservancy to its portfolio of nonprofit organizations. The Conservancy programs are essential to Yosemite National Park’s future, including trail and habitat restoration projects, wildlife-protection programs, and scientific research. The Conservancy’s youth programs facilitate academic mentorship, leadership development and outdoor activities that are transforming lives while growing the next generation of environmental stewards.
VOLUNTEER PROGRAMS

Of the many ways Bank of the West is improving our world, our team members’ volunteerism is one of the most important. In 2016 more than 2,000 of our people donated their time as financial education teachers, small business mentors, advocates for seniors and vulnerable populations, and environmental stewards. Every year, approximately 450 of our team members contribute at a leadership level as members of nonprofit boards and committees.

COMMUNITY AMBASSADOR PROGRAM

Bank of the West launched its Community Ambassador Program in 2016. This unique program embedded one of our team members within a nonprofit for a full year and supported the organization with knowledge, community networks, and professional skills to achieve greater social impact. The benefits were reciprocal. Our Ambassador provided insights that informed our ongoing community development efforts and ways we could be a stronger corporate partner.

FINANCIAL EDUCATION CAMPAIGNS

Every spring and fall, Bank of the West organizes classroom outreach to promote financial capability to students in kindergarten through 12th grades. In 2016, team members volunteered in schools across 14 states and taught nearly 7,000 students basic concepts that will help those young people develop financially healthy habits, including the importance of personal savings, the significance of budgeting, and the impact of developing credit.

EMPLOYEES VOLUNTEERED 52,000 HOURS IN OUR COMMUNITIES
SPONSORSHIPS

Arts and community programs contribute to vibrant city centers, help us preserve our cultural heritage, and enrich our understanding of each other and the world around us. In 2016, Bank of the West partnered with a diverse range of institutions, encouraging access to the visual arts, theatre, music, and sports programs.

Look West is an event series that brought game-changing innovators in the arts, media and technology on stage for engaging discussion with New York Times journalists before audiences across the Western U.S. In 2016, the series featured an eclectic range of programs, including Denver Rising, Climate Warriors, Hamilton: the Revolution, and The Future of Food.

As the official bank of UC Berkeley, Bank of the West contributes to the financial education and vitality of the University by sponsoring merit-based scholarships, student interns, and significant annual donations to the UC Berkeley Food Pantry.
Investments and loans are important to the economic development strategy of every community. The infusion of capital funds small business expansion, creates jobs, and stabilizes housing opportunities for residents.

Our Bank’s community reinvestment is responsive to economic needs across our footprint. In 2016, we provided more than $1.1 billion in community development loans and investments for affordable housing and revitalization and stabilization initiatives in vulnerable neighborhoods. This financing supported the construction or rehabilitation of nearly 10,000 affordable housing units. Beyond the funding, we look for opportunities to link affordable housing with social services for vulnerable elders and those with special needs; support housing in communities that are pedestrian-friendly and accessible through public transit; and work with nonprofits that support energy-efficient and environmentally sound building features.

In 2016, Bank of the West provided more than $58 million in capital to businesses located in distressed or underserved census tracts, and seventy percent of the loans we provided were $100,000 or less—representing our commitment to small business owners across a diverse range of industries. It is no surprise we’re ranked as the third largest SBA 504 lender in the nation. This distinction aligns with our core business of serving small business owners and advancing economic growth and opportunities in the regions where we have a presence.
TEAM MEMBER SUPPORT

Investing in our most valuable asset—our employees—is essential in a people business. Bank of the West supports our team members by offering financial assistance to further their professional and personal growth. In 2016, team members across the regions took advantage of this benefit and enrolled in degree and certificate programs, college and university programs, and professional seminars to advance their careers or support their long-term aspirations.

NONPROFITS BENEFITTED BY 1,200 + BANK MATCHING DONATIONS

Our team members are active members of their communities through their volunteerism and personal philanthropy. The Bank’s Employee Match Program provides employees the opportunity to donate to any nonprofit organization of their choice and receive a dollar-for-dollar match, up to $1,000 per year. Last year, more than 1,200 nonprofits benefitted from this program. Our combined team member and Bank matching donations contributed nearly $1.6 million to the causes our people care about, including education, health and human services, the environment, and resources for local communities.

We are an organization that values diversity and inclusion. We recognize that our team members’ unique skills and perspectives are essential to a positive work environment and client experience. As of 2016, nearly 3,800 employees were members of Bank Resource Groups. Our Resource Groups have provided leadership in the areas of professional development and mentorship, diverse recruiting practices, and forums for internal conversations on timely social issues across our country. Drawing from a diverse candidate pipeline, while we cultivate our own internal talent pool, ensures we remain culturally relevant to the people and businesses we serve and fosters a forward-thinking business practice.
PHILANTHROPY AWARDS

Since 2010, the annual Bank of the West Philanthropy Awards have recognized outstanding organizations that are making a significant difference in our communities. The awards recognize nonprofit organizations in two categories—Innovation and Community Impact. Winners are chosen by a jury of Bank of the West committee members, as well as external foundation and nonprofit leaders.

COMMUNITY IMPACT AWARD

Colorado-based Community Resources and Housing and Development (CRHDC) was awarded $100,000 for their efforts to help low- to moderate-income households prepare for and invest in homeownership. The Bank of the West Community Impact Award supported their work to provide 1,000 clients per year with homeownership education, counseling and down payment assistance programs. The Bank also provided support for CRHDC to expand its down payment assistance and micro-loan programs through its affiliate Colorado Housing Enterprises.

INNOVATION AWARD

Global nonprofit Ashoka was awarded $100,000 for its pioneering network of social entrepreneurs in the fields of poverty alleviation, education, environmental stewardship, economic development and other areas of human need. Since the early 1980’s, Ashoka has identified and supported more than 3,000 Ashoka Fellows in 70 countries. The Bank of the West Innovation Award was granted to expand Ashoka’s entrepreneurial network and innovative programs in the Midwestern United States.

AMOUNT AWARDED TO NONPROFIT WINNERS

$1.3M

OF THE BANK’S PHILANTHROPY AWARDS SINCE 2010
2016 BOARD OF DIRECTORS

Nandita Bakhshi
President & CEO
Bank of the West
CEO, BancWest Holding Inc.
CEO, BancWest Corporation

Robert Borchers
Chief Marketing Officer
Dolby Laboratories, Inc.

Richard H. Daniel
Vice Chair & CFO (retired)
Bankers Trust Corporation

Stefaan Decraene
Member of the Executive Committee and Head of International Retail Banking
BNP Paribas, Paris

Walter A. Dods, Jr
Chairman & CEO (retired)
BancWest Corporation and First Hawaiian Bank

Michael V. Drake, M.D.
President
The Ohio State University

Jean-Yves Fillion
Chief Executive Officer
BNP Paribas North America
Head of CIB Americas
Branch Manager of the New York branches of BNP Paribas

Stuart A. Hall
President & CEO (retired)
Liberty Northwest Corporation

Ossama Hassanein, Ph.D
Chairman, Rising Tide Fund
Senior Managing Director
Newbury Ventures

Geraldine Knatz
Executive Director (retired)
Port of Los Angeles
Professor of Practice of Policy and Engineering
University of Southern California

A. Ewan Macdonald
Chairman & CEO (retired)
Del Monte Foods

Frank Martell
Chief Operating Officer and Chief Financial Officer
CoreLogic, Inc.

Yves Martренchar
Head of Group Human Resources
BNP Paribas, Paris

Claudia F. Munce
Venture Advisor
New Enterprise Associates
Managing Director (retired)
IBM Venture Capital Group
Vice President (retired)
IBM Corporate Development

Rodney R. Peck
Senior Partner
Pillsbury Winthrop Shaw Pittman LLP

Frank Roncey
Group Chief Risk Officer
BNP Paribas, Paris

Michael Shepherd
Chairman
Bank of the West,
BancWest Holding Inc.,
BancWest Corporation,
and BNP Paribas USA, Inc.

Tim E. Taylor
President & CEO
TNJ Group LLC
President, Taylor Energy Fund LLC
President & CEO (retired)
Public Service Company of Colorado
## AUDITED FINANCIAL STATEMENTS

The financial highlights immediately below are extracted from the Bank’s audited financial statements for 2016. These detailed financial statements are available online to print at: [https://www.bankofthewest.com/about-us/our-company/annual-reports.html](https://www.bankofthewest.com/about-us/our-company/annual-reports.html)

### (dollar amounts in thousands)

<table>
<thead>
<tr>
<th></th>
<th>2016</th>
<th>2015</th>
<th>2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net interest income</td>
<td>$2,170,424</td>
<td>$2,060,874</td>
<td>$1,946,512</td>
</tr>
<tr>
<td>Total noninterest income</td>
<td>596,035</td>
<td>578,029</td>
<td>502,505</td>
</tr>
<tr>
<td>Total noninterest expense</td>
<td>1,714,235</td>
<td>1,593,246</td>
<td>1,542,727</td>
</tr>
<tr>
<td>Net income</td>
<td>586,976</td>
<td>627,750</td>
<td>544,222</td>
</tr>
<tr>
<td>Return on average assets</td>
<td>0.74%</td>
<td>0.83%</td>
<td>0.80%</td>
</tr>
<tr>
<td>Total assets</td>
<td>83,730,044</td>
<td>75,684,866</td>
<td>71,682,343</td>
</tr>
<tr>
<td>Total loans and leases</td>
<td>59,250,667</td>
<td>54,524,585</td>
<td>50,884,243</td>
</tr>
<tr>
<td>Total deposits</td>
<td>62,277,465</td>
<td>54,153,115</td>
<td>52,113,197</td>
</tr>
<tr>
<td>Total risk-based capital ratio</td>
<td>13.18%</td>
<td>14.25%</td>
<td>14.61%</td>
</tr>
</tbody>
</table>

## STRONG CREDIT RATING

Credit ratings* are a key measure of capital strength and financial stability. They are also recognition from rating agencies of a strong balance sheet and consistent financial performance.

<table>
<thead>
<tr>
<th>Agency</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>Moody’s</td>
<td>Aa3</td>
</tr>
<tr>
<td>Fitch</td>
<td>A+</td>
</tr>
</tbody>
</table>

## STRONG CAPITAL POSITION

Bank of the West is one of the largest commercial banks in the United States. Our capital ratios exceed regulatory requirements by a wide margin as shown below.

<table>
<thead>
<tr>
<th>Agency</th>
<th>Rating</th>
<th>Bank of the West Q4</th>
<th>Well-Capitalized Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Tier 1 Leverage Ratio</td>
<td>10.66%</td>
<td>5.00%</td>
</tr>
<tr>
<td></td>
<td>Tier 1 Risk-Based Capital Ratio</td>
<td>12.21%</td>
<td>8.00%</td>
</tr>
<tr>
<td></td>
<td>Total Risk-Based Capital Ratio</td>
<td>13.18%</td>
<td>10.00%</td>
</tr>
</tbody>
</table>

*Long-term deposit ratings
Deposit and loan products offered by Bank of the West, Member FDIC and Equal Housing Lender. © 2017 Bank of the West.
In South Dakota, Bank of the West operates under the name Bank of the West California.

Bank of the West Wealth Management Group offers products and services through Bank of the West and its various affiliates and subsidiaries. Bank of the West is a wholly owned subsidiary of BNP Paribas.

Investment and Insurance Products:
NOT FDIC INSURED | NOT BANK GUARANTEED | MAY LOSE VALUE | NOT A DEPOSIT | NOT INSURED BY ANY FEDERAL GOVERNMENT AGENCY